



The Long & Foster Market Minute™

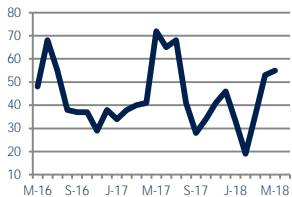
Focus On: Eastern McLean Housing Market

May 2018

Zip Code(s): 22101

Units Sold

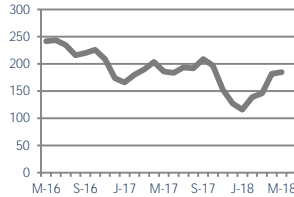
55



Down -24%
Vs. Year Ago

Active Inventory

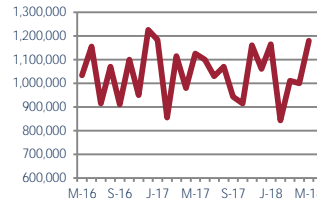
185



Down -1%
Vs. Year Ago

Median Sale Price

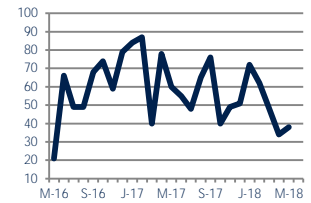
\$1,180,000



Up 5%
Vs. Year Ago

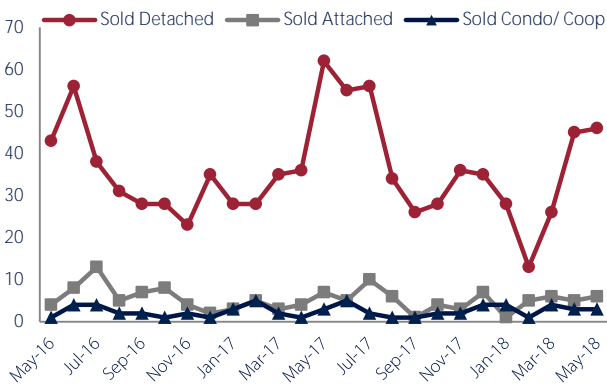
Days On Market

38



Down -37%
Vs. Year Ago

Units Sold*



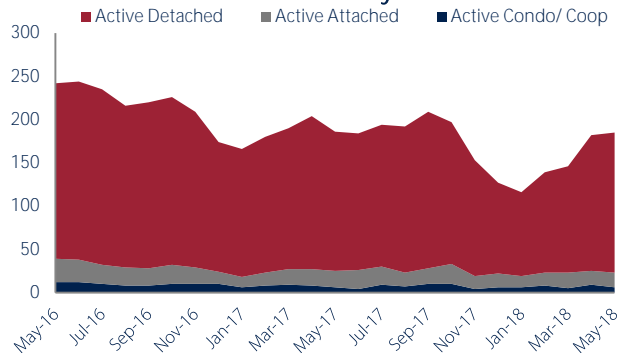
Units Sold

There was an increase in total units sold in May, with 55 sold this month in Eastern McLean versus 53 last month, an increase of 4%. This month's total units sold was lower than at this time last year, a decrease of 24% versus May 2017.

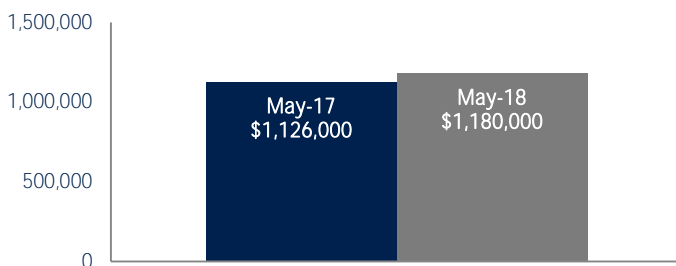
Active Inventory

Versus last year, the total number of homes available this month is lower by 1 units or 1%. The total number of active inventory this May was 185 compared to 186 in May 2017. This month's total of 185 is higher than the previous month's total supply of available inventory of 182, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Eastern McLean Homes was \$1,126,000. This May, the median sale price was \$1,180,000, an increase of 5% or \$54,000 compared to last year. The current median sold price is 18% higher than in April.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Eastern McLean are defined as properties listed in zip code/s 22101.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



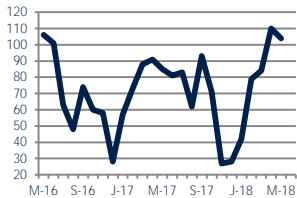
Focus On: Eastern McLean Housing Market

May 2018

Zip Code(s): 22101

New Listings

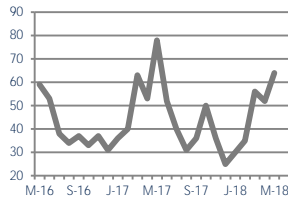
104



Up 22%
Vs. Year Ago

Current Contracts

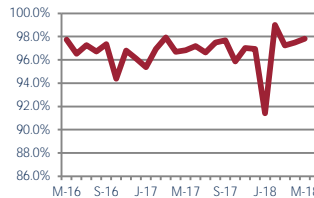
64



Down -18%
Vs. Year Ago

Sold Vs. List Price

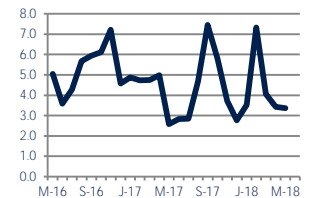
97.8%



Up 1%
Vs. Year Ago

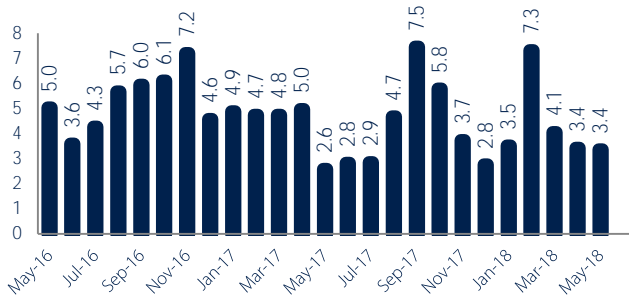
Months of Supply

3.4



Up 30%
Vs. Year Ago

Months Of Supply



Months of Supply

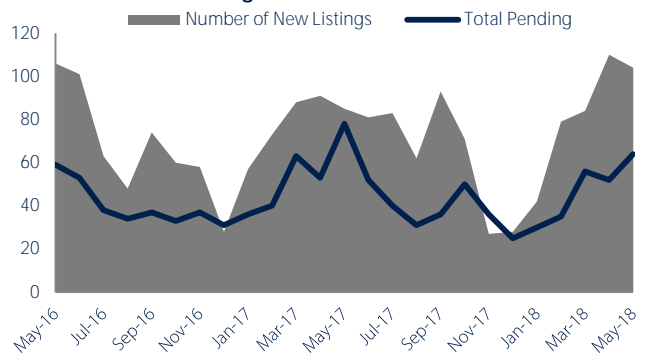
In May, there was 3.4 months of supply available in Eastern McLean, compared to 2.6 in May 2017. That is an increase of 30% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

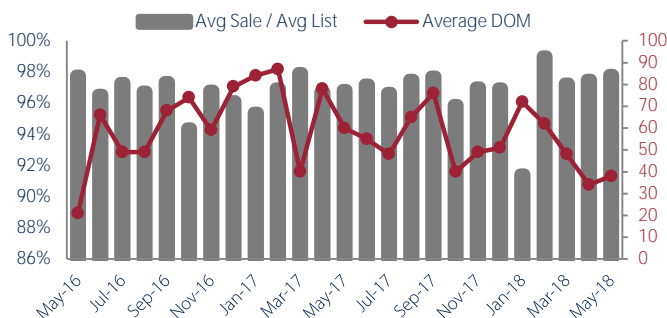
New Listings & Current Contracts

This month there were 104 homes newly listed for sale in Eastern McLean compared to 85 in May 2017, an increase of 22%. There were 64 current contracts pending sale this May compared to 78 a year ago. The number of current contracts is 18% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Eastern McLean was 97.8% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 38, lower than the average last year, which was 60, a decrease of 37%.



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